



# News from the Frontier of Innovation

**June 2000**

Monthly Activity Report from the Loudoun County Department of Economic Development

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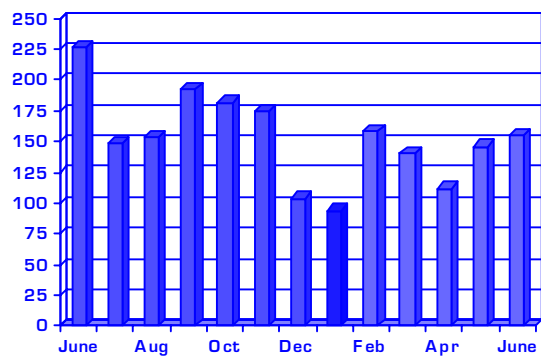
## New Prospect Activity:

Prospect activity for the month of June:

- @ Received 51 requests for general information
- @ Distributed 34 marketing packages
- @ Worked with 9 new and 61 on-going prospects

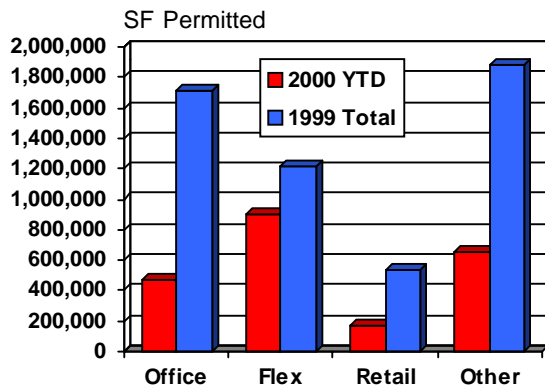
## Total Prospect Activity

June 1999 - June 2000



## New Construction Activity:

### Nonresidential Construction 1999 Total and 2000 YTD May



For May 2000, the value of new buildings (\$19,293,263) and alterations (\$2,198,551) equaled over \$21.4 million.

Loudoun County permitted 340,478 square feet of non-residential construction during the month of May:

- ~ Office - 172,000 SF (0 SF last month)
- ! Flex/Industrial - 37,670 SF (219,810 SF last month)
- ~ Retail - 61,076 SF (0 SF last month)
- ! Other - 69,732 SF (18,666 SF last month)
- ~ Taxable - 290,662 SF (220,774 SF last month)
- ! Route 28 - 202,470 SF (133,260 SF last month)

## Announcements:

### New Business

🔊 **Network Solutions Registry ([www.nsol.com](http://www.nsol.com))**, the world leader in Internet name registration and global registry services, has leased the entire 101,875 square foot office building at Lakeside at Loudoun Tech Center in Dulles. The Herndon-based company, which was purchased June 9 by California-based Verisign, Inc., expects to bring 300-400 employees to Loudoun County and will begin occupancy in August.

🔊 **All Sports Grand Prix ([www.allsportsgrandprix.com](http://www.allsportsgrandprix.com))** will be opening a new indoor go-cart racing facility in August. The facility will allow for "arrive and drive" practice sessions, organized individual races, and corporate and team competitions. The company is located at Cascades Business Center in 41,275 square feet. The company will hire approximately 20 employees and is planning for further expansion within a year.

🔊 **TUSi Cabling Solutions, Inc. ([www.tusi.com](http://www.tusi.com))** has opened as a subsidiary of Total Upgrade Solutions, Inc. (TUSi), which moved to Loudoun County in 1998. This new company will focus on the installation of audio, video,

fiber optics and other networks, and will serve as a complement to TUSi's computer hardware and software integration. TUSi Cabling has moved into 10,000 square feet in Concorde Industrial Park and expects to hire 100 employees by the end of June.

🔊 **Connections Too ([www.connectionstoo.com](http://www.connectionstoo.com))**, a business-to-business marketing agency, opened an office on Wirt Street in Leesburg June 13. The North Carolina based company offers advertising, public relations, e-business solutions, and marketing communications all designed to help companies achieve their goals and to successfully define their markets. The local office has one new employee and 400 square feet of space. Additional hires are planned.

### Existing Business

🔊 **Eurotherm ([www.eurotherm.com](http://www.eurotherm.com))** has moved its headquarters from Fairfax County to the Leesburg Airpark off Miller Drive. The company previously employed 13 people in 3,000 square feet for its Loudoun County industrial electronic temperature controls repair facility. The addition of the company headquarters expands Eurotherm's Loudoun presence to 60 employees and 25,000 square feet.

## Noteworthy:

### *Loudoun sees the world in June:*

Y **Giesecke & Devrient** held their ribbon cutting ceremony at Loudoun Tech Center on June 2. Chairman Scott York, Larry Rosenstrauch, Robyn Bailey, and Sandy Denham attended. The German company is a specialist printer supplying banknotes and securities, security paper, banknote processing equipment, and complete systems for electronic payments.

Y Communications Director Sandy Denham attended the **Media Relations 2000** conference in New York City June 5 and 6. Sandy participated in workshops on interacting with print and Internet media reporters, preparing clients for interviews, and public relations crisis management.

Y **Chairman Scott York and Larry Rosenstrauch** travelled to Seattle June 8 and 9. The duo met with county managers and economic development specialists to discuss growth issues common to both Loudoun County and King County, Washington.

Y Chairman York, Larry Rosenstrauch, and Cindy Richmond each led discussions on "Smart Development Strategies for Economic Growth" at the **Counsel for Urban Economic Development** conference in Portland, Oregon June 11-13.

Y DED hosted Ken Bone, a city leader from **Parramatta City, Australia** for a three-day tour. Mr. Bone met with DED and government leaders to study both Leesburg's and Loudoun's community services, economic development and marketing initiatives, and community management systems. His tour included meetings with DED staff as well as John Wells, Rosemarie Pelletier, John Henry King, Cindy Welsh, Randy Minchew, State Senator Bill Mims, Bob Griffin, Bill Conner, Bob Higgins, and Kirby Bowers.

Y Robyn Bailey and Larry Rosenstrauch attended the **Canadian Alliance Technology Association** meeting June 14.

Y Kirby Bowers, John Wells, Paul Arnett, Larry Rosenstrauch, Ben Mays, and Mark Withrow met with **Standard & Poor's** and **Moody's Investor Services** in New York City June 20 & 21. The meetings helped the two investor agencies, along with third group Fitch IBCA, give very high ratings for the county's \$60 million General Obligation Public Improvement Bonds, Series 2000B. The results reflect an upward ratings trend for the county, due in part to Loudoun's strong tax base and high wealth levels. The bonds will be used for the construction of eight schools and county facility improvements.

Y The Washington Metropolitan Area is now ranked 3rd in the nation for software-related employment, according to an analysis of Bureau of Labor Statistics information by **The Software & Information Association (SIIA)**. The report, released June 6, compared all 325 metropolitan areas in the United States. The Washington area ranked behind only Boulder-Longmont, Colorado and San Jose, California. For details, visit [www.sii.net](http://www.sii.net).